contact between the dependable em-ployee and the responsible employer.

HELP WANTED-Male.

COUPLE as competent cook and useful but-COUPLE as competent cook and useful butler in private house where one other maid

8. kpp: must have references. Call Monday
meraing or 5-6-30 P. M. 50 West 85th st.

COUPLE couliny, wife as cook man as
butler and houseman; no laundry; three
in family. Teisphone Prospect 6063.

COUPLE, cook and butler; also chamber
maid for adult family; good wages. Anderson Agency, 854 Lexington av.

COUPLE; competent cook, useful butlerchauffen; family two adults; two children; \$1:0-\$160. Wettler's Agency, 20 W. 43d.

COUPLE for housework in family of four;
references required. C. Blattie, Englewood, N. J. Phone Englewood 830.

COUPLE—Husband as houseman and butler;

COUPLE—Husband as houseman and butler wife as cook and houseworker. Lafayett 6224; apply Monday.

COUPLE as caretakers; good wages son Agency, 854 Lexington av.

COUPLE, white, fantor in small private hause. He East 30th: apply mornings.

COUPLE—White, live in basement, services for rent. Y 2101 Herald, 250 B way.

COUPLE—Good cook, useful butter; \$150 up.

Wettler's Agency, 20 W. 45d.

Stranger—cook: good pay.

Lewis, 1200 Broadway. COUPLE as caretakers; good wages. Ander-son Agency, 854 Lexington av.

Easily taken apart. Exceptional communisions to first applicanes with destrable qualifications.

K 1689 Herald. Brooklyn.

DEPARTMENT MANAGER

large corporation; good salary; state age, experience, salary expected. Box 181 Realservice, 15 E. 40th.

DELLAY costly; handreds of our graduate secolve \$1,800 yearly up; course \$200. Empire Linetype School, ISS East 18th. DISHWASHER wanted. 1165 2d av

DOORMAN of good appearance and theroughly experienced for 5th av. dressmaking establishment.

BERGDORF & GOODMAN,
616 5TH AV.

DRAFTSMEN

Technical men preferred, who have had experience in the design of lo-control apparatus: must be capable of handling layout work or checking; no detailers needed.

CALL FOR INTERVIEW AT FROM 6 TO 9 P. M., OCTOBER 25 AND 26.

Inquire for D. L. Sawhili, representing the WESTINGHOUSE ELECTRIC AND MANUFACTURING CO., EAST PITTSEURGH, PA.

DRAFTSMAN.

Ornamental iron draftsman, familiar with the designing and detailing of all kinds of ornamental and miscellaneous iron work for buildings.

Apply by letter, stating experience, references and salary desired, to James McKinney & Son, 925 Brondway, Albary, N. Y. ney & Son, 823 Brondway, Albary, N. Y.

BRAFTSMAN.—A large manufacturing company near New York: requires several first
class mechanical draftsmen and several neat
tracers; young men preferred with technical
education, but this is not absolutely necessery. Apply by letter, giving age, nationality
and a consecutive statement of experience,
with dates and a statement by whom employed. Y 2109 Herald.

DRAFTSMAN, civil engineer, ornamental,
iron, concrete, steel structures. Winetzky,
1772 Weeks av.

ELECTRICAL CIRCUIT TESTERS.

The increasing activities of the NEW AUTOMATIC TELEPHONE, which has revolutionized the tele-phone system, creates a demand for CIRCUIT TESTERS.

in our TEST ENGINEERING DE-PARTMENT.

This permanent and unlimited field offers opportunities to those who are capable of development. Call

Western Electric Co., Inc. Installation Branch, 151 5th av., New York.

EXECUTIVES.

ONE OF THE COUNTRY'S LARGER CORPORATIONS, AS A RESULT OF WIDEN-ING OPERATIONS, HAS NEED OF SEVERAL SALES MANAGERS AND COMMERCIAL EXECUTIVES.

WE WANT A FEW MEN BE.
TWEEN 95 AND 85 WHOM
WE CAN ADAPT TO OUR
BUSINESS. WE SHALL EMPLOY THEM AS SALESMEN
AND IN THAT CAPACITY
THEY WILL HAVE THE OPPORTUNITY TO QUALIFY
FOR OUR EXECUTIVE REQUIREMENT.

THE MAN WITH WHOM WE WISH TO DISCUSS THIS OPENING POSSESSES A SALES PERSONALITY AND HAS THE CAPACITY, POTENTIAL OR PROVEN, TO MANAGE MEN. WE WANT TO FEEL THAT IN A REASONABLY SHORT TIME WE CAN ADVANCE HIM TO A POSITION OF RESPONSIBLE LEADERSHIP.

BLE LEADERSHIP. CALL MONDAY OR TUES-DAY AT 2, 8 CR 4 O'CLOCK, AT SUITE 1717-21,

30 CHURCH ST.

EXPORT AND IMPORT

TRAFFIC.

Porough, precileal training in export and support Traffic Management. New class begins Monday, October 23, 6 P. M. Attend quening class session free. INDUSTRIAL TRAFFIC MANAGERS COLLEGE, 607A Tibune Building. Phone Beckman 0000.

HELP WANTED-Male.

Engineers and Draftsmen. ELECTRICAL ENGINEERS, TELEPHONE ENGINEERS. PRACTICAL EXPERIENCE in the TELEPHONE FIELD,

will be interested in the vacancies we now have in our CENTRAL OFFICE ENGINEERING DEPARTMENT.

We can also place draughtsmen who have had technical high school training and from two to four years' drafting experience, pref-crably in the power or telephone fields.

The expansion or our engineering force, due to the rapidly increasing volume of business, is creating opportunities of the sort you are probably looking for.

In these positions you will be located at our HAWTHORNE WORKS in a suburb of Chicago. For further information call and see

MR. W. C. BOWEN, Employment Division, Western Electric Co., Inc., 151 5th av., New York, N. Y.

ESTIMATOR-Young man wanted as esti-mator for heating work: state experience, salary expected. W W 2190 Herald, Her-ald sq.

DEALERS AND SALESMEN

After October 25 for guaranteed latest and best foul proof

BULL'S EYE SPARK PLUG.

TORCEFUL and energetic; experience not essential; opportunity to sell Studebaker; 100% cooperation given to the right type of men. Call 10 A.M., Studebaker Sales, Grand av. Astoria, Long Island.

FURNITURE MEN.

Finishers, Cabinetmakers,

Call S:30 A. M.,

LUDWIG BAUMANN & CO., 8th av. block, 35th to 36th st.

FURNACE man for three private houses East 94th, Telephone Lenox 2000, Monday, after 11 o'clock. HOUSEMAN, to cook and serve; must be clean, nest, willing; suburbs. Call, with references, between 10-12, room 1115, 31 Nussau et., October 23. HOUSEMAN and cook, colored; bachelors apartment; good references. Audubon 1066, Barrett.

HOUSEMAN, white, care furnace, assist housework; room, board and \$25 month. 264 West 85d, Call Monday morning.
HOUSEMAN, white, personality; references required. Apply Monday between 10 and 11. 8 East 74th st.
HOUSEMAN, competent, fireman and dish-washer, Address Boy 551, Lawrence, L. I.

INSPECTORS. Automatic Telephone

The expansion of our inspection force, due to the rapidly increasing activities of the NEW AUTOMATIC TELEPHONE SYSTEM, is creating opportunities of the sort you are looking for.

Mon with electro-mechanical experience, rupplemented by theoretical training, will be interested in the vacancies we now have in our CENTRAL OFFICE INSPECTION DEPARTMENT.

Western Electric Co., Inc.,

Installation Branch, 151 5th av., New York.

TRAFFIC MANAGERS.

Thorough, practical training in Traffic anagement, Domestic, export and import New class starts Tuesday, October 24, 7:38 P. M. Attend opening class session free 607A Tribune Bidg. Phong Beckman 6930

I AM LOOKING for a particular type of man, who is inherently honest, who can faithfully represent an organization of national reputation and record. ply in person only, between 2 and 5,

JANITOR (white), two 5 story, 13 family houses; steam heat and hot water; basement apartment of 3 rooms; wages \$60. 1779 Amsterdam av. (147th).

JEWELLER on gold lockets and bracelets; steady nostition. Apply Goldsmith Stern & Co., 138 West 52d.

JOHN DANIELL & SONS, DRY GOODS HOUSE, IROADWAY, STH AND 9TH STS., N. Y., HAVE A PERMANENT POSITION FOR A SALES CLERK THOROUGHLY EXPERIENCED IN LINENS. APPLY BY LITTER. LAWYER, knowledge real estate, few hours

LEDGER CLERK

YOUNG MAN, ACCURATE AND RAPID AT FIGURES, GOOD PEN-MAN: PERMANENT POSITION: GOOD CHANCE FOR ADVANCE, MENT: HOURS 9 TO 5, 12 O'CLOCK ON SATURDAY ALL YEAR.

BOX 37, STATION D. N. Y. CITY.

MACHINIST foreman and manager mainte-nance department of large machinery house. Lin need of capable first class mechanic to experintend all work, must have experience in such capacity, be good talker, of pleasing address: state age, years experience, salary expected (no object): interview will be granted. M 564 Horald.

granted. M 564 Horald.

MAN-We have an opening for a man, Christian, with some business experience, but must have energy and determination to secure a permanent and profitable position, and stick to it; excellent chance for advancement to the right man. Y 2101 Herald, 280 B way.

MAN, position of trust in oit established company; prospects of advancement for ambitious man of good appearance; age 25 to 65; ability to meet and talk with men exercise. Address Box 485, Madison Square P. O.

aential. Address Box 485, Madison Square P O.

MAN capable of organizing and hapdling sales force for the distribution of a small block of stock in a local concern.

MAN. EXPERIENCED ON PARKS AND WOOLSON MACHINE. REPLY, STATING WOOLSON MACHINE. REPLY, STATING WARLAND AND EXPERIENCE, M 604

HERALD.

MAN to take an interest in the business of undertaker; long established. K 1685 lerald, Brooklyn.

MANAGER, to run cut meat department for a supply house catering to hotel, restaurant and steamship trade; only experienced menmed apply; good marry paid to right party; state references, experience. M 2283 Herald, Herald 89.

HELP WANTED-Male

MEN WANTED!

The PIGGLY WIGGLY system of mer-chandising is only six years old; yet it is the third largest grocery system in the world to-day-and has just started.

A short time ago it was brought Bast. 2,000 stores are to be opened in the East-ern torritory. In 1921 the average gross business per store per month was \$7,000 - \$34,000 gross business per store per store per year. 2,000 stores will mean an annual gross business of over One Hundred Fifty Million Dollars (\$150,000,000).

PIGGLY WIGGLY, with the title MANHATTAN PIGGLY WIGGLY COR-PORATION, has been brought East by James W. Elliott's Business Builders, Inc. The stores owned and operated by this corporation in the netropolitan district are at the following addresses:

trict are at the following addresses:

2849 Broadway, at 110th St., N. Y. C. Huguenot & Division St., New Rochelle.

27 South Division St., Peekskill.

24 Greenwich Av., N. Y. C.

Corner 149th St. and Ninth Av., N. Y. C.

7801 Fifth Av., Brooklyn.

104 South Fourth Av., Mount Vernon.

Corner 88th St. and First Av., N. Y. C.

189th St. and St. Nicholas Av., N. Y. C.

621 Columbus Av., N. Y. C.

4250 Broadway, N. Y. C.

4250 Broadway, N. Y. C.

56 East 3d St., Mount Vernon.

58 Posubt Broadway, Yonkers.

275 Riverdale Av., Yonkars.

275 Riverdale Av., Yonkars.

275 Riverdale Av., Yonkars.

275 Riverdale Av., Tarrytown.

128 North Av., New Rochelle.

1404 Fourth Av., Brooklyn.

Cther groups owned by this company.

OUR POLICY.

Every executive position in the MAN-HATTAN PIGGLY WIGGLY CORPORA-TION will be filled from Business Build-erz sales force. We repeat that PIG-GLY WIGGLY is only sky sears old. The management of 2,000 stores will be in the hands of men like you who are answering this advertisement. That is a set and definite policy of the Eusiness Builders, in operation for years.

AMERICA'S METHOD OF MAKING EXECUTIVES.

Bear this in mind: To run an enterprise doing a gross business of more than \$150,000,000 a year demands executives earning salaries running into five figures. Perhaps you think you haven't a chance. Have you followed the careers of the presidents of our big American companies? The vast majority of them were men who started in the ranks. Railroad presidents just a few years ago were wearing overals; bank presidents within memory were assistant tellers and even minor clerks.

The Business Builders has proved to its own satisfaction that "pull," fa-voritism and family connections do not develop executives. We want man of the rank and file type, average men, men who have ability not only to see a thing, but to see it through.

The men who build The MANHATTAN PIGGLY WIGGLY CORPORATION, in marketing its securities, will be the future executive of one of the greatest chain grocery systems in the world.

Report between 10 A. M. and 2 P. M., or at 8 P. M., JAMES W. ELLIOTT'S EUSINESS BUILDERS. INC., Financing, Manning and Operating MANHATTAN PIGGLY WIGGLY CORPORATION, Entire 12th Floor, Knickerbocker Building, 42d St. and Broadway.

MEN-Traffic association wants to interview several men under 40 who wish to become traffic managers and who are willing to devote their spare time acquiring thorough knowledge of the work; If willing, dependable and desirous of entering profession paying \$3,000 up yearly write at once, attains present nestion, age and phone num-

MEN WANTED-TWO, MARRIED, RE-QUIRED BY NATIONAL ORGANIZATION FOR IMPORTANT WORK IN NEW YORK CITY: MUST BE OF GOOD MORAL CHAR-ACTER AND HAVE BEST OF REFER-ENCES. Y 2116 HERALD 280 BROADWAY,

MEN. Two reliable men for special work; excel-lent opportunity. Call Room 405, 103 East 125th st., between 2 and 6, 7 and 9 P. M. MEN, two next appearing, with good refer ences, for special work; good pay from start; chance for advancement if the mat can prove himself. K 1682 Herald, Brooklyn.

MESSENGER BOYS,

16 to 18 years of age, of neat appearance, one year high school education or at least public school graduates; good pay to start; opportunity for bright, willing boys. Call

Western Electric Co., Inc., Installation Branch, 151 5th av., New York.

MESSENGER

to deliver copy for news-paper office; steady posi-tion; evenings; pleasant work, short hours. Apply Manager, 1867 B'way, 1st

OFFICE BOY WANTED, LARGE CON-VERTING HOUSE; GOOD OPPORTUNITY FOR ADVANCEMENT. REPLY, STATING AGE, EDUCATION, M 665 HERALD. PAINTEB, plate; one who understands we work. P 1785 Herald. Washington Heights

PORTER and assistant to shipping clerk; state age: good wages. Woolens, Box M 580 Herald. PRINTING ESTIMATOR

PRINTING ESTIMATOR
Wanted by a large printing
house a thoroughly competent and experienced estimator. Must have good personality and well grounded,
practical knowledge of catalog and booklet work of all
kinds. In replying state experience in detail and salary
expected. F 2251 Herald,
Herald sq.

Herald sq. SALESMEN-Pictorial News Service for re-tall stores; sells on sight; side line or full time; free outfit; liberal commission paid in advance; big future for right men. As-sociated News Service, 244 W. 49th st., New York

SALESMAN.—Ford specialty house offers excellent opportunity for experienced, capa-ble man, with Ford car preferred; salary and commission. Fordsteed Equipment Co., 250 W, 54th st. SALESMAN, to sell an essential service to retail jewelry trade; must be honest and make good appearance; salary. Call Mon-day, 9 to 10, Gem Creations, 93 Naswau st., N. Y. C.

SALESMEN-\$100 to \$200 weekly; prefer men with own car, slight knowledge mo-tors; best proposition of kind; one able to reach car owners; commission, drawing ac-count. Box 119, 205 7th av. SALESMEN.-Bidg upkeep is always essential; hence, demand for our goods; big rales, big carnings; opportunity for field managers. Box 1, Station E, Cleveland.

MANAGER, to run cut meat department for a supply house catering to hotel, restaurant and steamship trade; only experienced men need apply; good salary paid to right party; mate references, experience. M 2283 Herald, Highla 69.

MECHANIC, AUTOMOBILE, WANTED BY LARGE CASUALTY COMPANY; MUST
BE EXPERIENCED IN INVESTIGATING COLLISION
CLAIMS. V 594 HERALD,

CLAIMS. V 594 HERALD, st. and Lexington av., L. C. Wells, manager CLAIMS. V 594 HERALD, SALESMAN possessing tast, ability, good in come, eld established line. M 381 Herald.

HELP WANTED-Male

HELP WANTED ADVERTISEMENTS

SALES MANAGERS

One of the country's larger corpora-tions as a result of widening opera-tions has need of several Sales Man-

The man with whom we wish to disshort time we can advance him to a position of responsible leadership.

Call on Monday or Tuesday, at 2, 3, Suite 1717-21. 30 Church Street. Ask for Mr. Dwelly.

WHAT D'YE MEAN-THEY'RE NOT COING 8'GOOD?

SALESMEN

Get into the money making channel. That's the sensible way to success. The up to a live, up-to-date, on-the-level proposition backed by big men and let them lift you into prosperity. Did you ever sell securities? They don't sell themselves, you know. But some are casy to sell, while others are-impossible. I'm connected—with a golden chain—to the easiest selling hing you ever heard of, I need YOU to help me. Give me a ring early to-morrow. Perhaps we can make a little money together in very liberal commissions. Selling experience not essential, but it Is essential that you can come through CLEAN. Get me to-morrow before 10 o'clock if possible, Mr. EDMONDS, Cortlandt 1334.

SALES EXECUTIVE.

Man of exceptional personality and ability to plan and direct the work of other men who will be placed under him; must have had experience with sales work in the industrial field; preferably a man who has a wide acquaintance with the managing executives of factories and who knows something about industrial management itself; salary and bonus.

Apply by letter only, giving full experience and qualifications for this position. M 2277 Herald, Herald sq.

SALESMEN—Well established silk hosiery company desires 5 representatives in New York and vicinity. After many years of selling product to wholesale trade we have adopted direct sales campaign, distributing merchandise from mills, shipping rooms to consumer by parcel post. Men and women wanted who will realize this splendid opportunity to increase present income. Diversified line makes sales to every home probable. Hosiery guaranteed to give satisfaction. We pay approximately 30% commission and psy daily. Our best salesmen make from \$100 to \$150 weekly. Any intelligent man or woman can quickly produce good income if willing to work hard and continuously. For appointment phone Mr. Scanlon, Franklin 6092.

SALES MANAGER

WANTED FOR A LARGE FOOD DISTRIBUTING FIRM: MUST BE THOROUGHLY EXPERIENCED IN CONTROLLING TRAVELERS AND ORGANIZING SALES: TO THE RIGHT MAN GOOD ENCOURAGEMENT AND EXCEPTIONAL PROSPECTS. ADDRESS, GIVING FULL PARTICULARS OF PAST EMPLOYMENT, STATING AGE AND SALARY EXPECTED. BOX Y, 2112 HERALD, 280 BROADWAY.

SALESMEN. CHINA.

R. H. MACY & CO., INC., require six thoroughly experienced Salesmen of the BETTER TYPE in their China Depart-ment. Apply any time during the day at office of Employment Manager, 2d balcony, rear,

SALESMEN TO REPRESENT THE FOILOWING TERRITORIES: ONE FOR NEW YORK STATE AND PENNSYLVANIA; ONE FOR MIDDLE WEST, OHIO, MICHI-ONE FOR MIDDLE WEST, OHIO. MICHIGAN, INDIANA, WEST VINGINIA AND KENTUCKY: ONE FOR PHILLANELPHIA, BALITIMORE AND WASHINGTON; ONE FOR NEW YORK CITY AND SEVERAL NEW JERSEY CITIES; COMPETENCY AND KNOWLEDGE OF LINE ESSENTIAL; APPLICATIONS AT ONCE STRICTLY CONFIDENTIAL. CALL OR WRITE. D. KISCH COMPANY, INC., 196-7 5TH AV., MYRS. WOMEN'S NECKWEAR.

Trained men of neat appearance that can furnish satisfactory references will be added to our sales force immediately on salary and commission: this is an unusual opportunity for the right man to earn far better than the average salesman Apply Room 1010, 25 W. 43d st., New York.

FOR OUR BIG HEATER CAMPAIGN.
GOOD COMMISSION:
chance for permanent position.
CENTRAL UNION GAS CO.,
ROOM 38,
Courtlandt av., I block west
of 149th-3d av., Bronx.

SALESMAN-Opportunity to make real money with a new automobile accessory; motorists and accessory shops buy it at sight. Apply Monday, between 10-12, Criterion Sales Co., 114 West 58th st. SALESMEN-One or two wanted to handle sale of guaranteed bonds of established concern. Call Monday, Ace Chain Corp., 23 South William st., New York. SALEBMAN, experienced, in men's tailoring and clothing. Jacob Bros., 12 Newark av., Jersey City.

HELP WANTED-Male.

OF WHAT KIND OF ORGANIZA-DO YOU THINK

THESE ARE THE EARMARKS?

2. IT HAS COME THROUGH THE PERIOD OF BUSINESS DEPRESSION WITH COLORS FLYING. 2. IT IS TO-DAY WITHOUT A DOL-LAR OF DEBT.

4 FT HAS SUBSTANTIAL FINAN-CIAL RESOURCES IN THE BANK.

7. IN THREE YEARS IT HAS BEEN BROUGHT TO THE POINT WHERE IT IS GENERALLY RECOG-NIZED AS THE LEADING ORGAN-IZATION IN ITS LINE AND ONE OF THE OUTSTANDING INDUS-TRIAL ACHIEVEMENTS IN THE COUNTRY.

For example: During the past month we have promoted ten of our calcemen to responsible executive positions. We require not only-men who can fill the vacancies this created but who can similarly be intrusted with manageilal positions which our expanding business require we fill.

We shall engage a limited number of mer of that type this week in our Sales Depart ment. These three things in an unusua degree we can offer to such men:

AN ATTAINABLE OPPORTUNI-TY TO MAKE A LARGE IN-COME.

AN ORGANIZATION AND MAN-AGEMENT WHICH A MAN CAN UNRESERVEDLY ENDOW WITH HIS ENTIRE CONVICTION AND LOYALTY.

SALESMEN
AN IDEAL POSITION
AND AN EDUCATION FOR
A PERMANENT BUSINESS FUTURE. One of the largest life offices in the City of New York has so per-fected its plans that it has devel-oped its business along modern commercial lines.

oped its business along modern commercial lines.

To acceptable applicants (who must have had a successful experience as saleemen) it will guarantee a course in life insurance in their training school, and a drawing account during the training period, with a permanent position thereafter to those who show themselves qualified for the work.

This is a most unusual offer and will be open only for a limited time. time.
Only men of unquestioned integrity and with high grade references will be considered.
L. A. Cerf, Manager, Mutual Benefit Life Insurance Co. Call at 118 West 44th St., Room 605, any day before I o'clock.

SALESMEN
Our salesmen are making \$150 weekly and more seiling our fuel economiser needed by every coal user; sold
with suaranty of 20 to 40 per cent,
reduction on coal bills or money refunded; liberal commission, drawing
secount on sales closed; exclusive distriets allotted; no limit to your earnings if you are a real hustler; why
don't you investigate and join our
seiling forces? Just call up Madison
Square, 4808 and ask for Mr. LONG,
or write Y 2004, Heraid, 280 B'way.

SALESMEN, AGENTS AND BROKERS, I don't care what you are selling or what you have sold, for experience is not necessary when your goods are the bost are you have sold, for experience is not necessary when your goods are the best and your prices are the lowest in the market. Here is your opportunity, where you can sell on easy terms newly built brick houses for \$2,000 less than the real value in Long Island, only Sc. fare. Also hundreds of city-lots at the lowest prices and on the easiest terms. At the same time you can make easily \$200 and up weekly commissions for yourselves, for we pay the full commissions and your transportation expenses, also we help you to close your sales. Apply personally only, between 10-12 A. M. S. J. DOUROJOHN, 154 Nassau at. Room 2016.

SALESMEN—We are manufacturers of an office device which is being sold to every kind of business house; something that is in demand and brings repeat orders; very liberal commission arrangement. Call after 2 A. M. Smart.

Smart.

SaleSMEN—Paper salesmen (3), experienced successful men to represent reliable house selling Standard Mill brands of paper and card board to local printing trade. Splendid opportunity: state particulars and salary degreed. Confidential, Box S. N. 2260, Herald, Herald Sq.

SALESMEN-TRAVELING.
A large manufacturing concern requires three single men, aged 25-30, with 3-4 years road experience in dry goods, notions, haberdashery or similar lines. Good salary and expenses to start. Continental Agency, 29 Broadway.

SALESMAN.
HIGH CLASS PRINTING SALESMAN TO
SOLICIT HIGH GRADE CATALOG AND
BOOKLET WORK ON STRICTLY COMMISSION BASIS, CORRESPONDENCE
STRICTLY CONFIDENTIAL, Y 2114 HERALD, 250 B'WAY.

SALESMAN. Bright young man as outside salesman; retail silk experience; advancement. Fitz-gibbon, 15 W. 38th st. SALESMEN-\$40.860 week easily expressione unnecessary. Brown, Room 1, 19 W. 31st.

Real Estate and Apartment Advertisements, Help Wanted, Situations Wanted and Miscellaneous Advertisements for insertion in

THE NEW YORK HERALD May be left at any of the following

OFFICES:

MAIN OFFICE 280 Broadway HARLEM 205 West 125 St. (Near 7th Ave.) HERALD SQUARE 1367 Broadway (At 37th St.)

BRONX 518 Willis Ave. (At 148 St.) WASHINGTON HEIGHTS 585 West 181st St. BROOKLYN 24 Court St. 16th St. and 7th Ave. (Evening Telegram Bldg.)

TELEPHONE WORTH 10,000

HELP WANTED-Male.

SALESMEN (Trained or Untrained).

PERHAPS YOU'VE BEEN

After a train wreck a bruised victim exclaimed "I'm through!" and—he walked all the rest of his life. Quite as sensible as for a security selemen who has been deluded into offering a security unworthy of him to become disheartened and exclaim: "No more of this selling game for me; I'm through." There is no filter profession in the world than security selling. There is big money in it. that's why wretched little frauds are drawn to it, as the pick-pocket to the crowded church (but that's no reflection on relicious impulse). If you will drop in on me to-morrow morning promptly at 11 o'clock (not a quarter before or a quarter after), I thin! I can prove to you that the most honest proposition is the most honest proposition is the most honest proposition is the most and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him TRUTHEVILLY "I've got the finest proposition in the eye and say to him trutheful and know that it is the truth, how much more it means! Customerare not fools; they've been educated. The day of the dumbled has passed. The men on my staff who are in the \$10,000 class do not rely on their "selling ability." They see only the more intelligent and successful men of affairs and, because their proposition is as fascinating as it is irruthful, "Soft as some sond divine, their story flows"—it really seems as if Homer wrote that line 3,000 years ago to fit the security that we are offering to-day. Just to prove to you that it is a fact that "honesty is the best policy." I'd like to have you look over my record of salesmen's commissions for lasts month and realize that the foundation of this solidly established downtown banking hou

SALESMEN.
Air Transportation,
Zeppelin Type Airships.
We are the largest exclusive manufacturers of lighter than air craft in America and have a plant in successful have a plant in successful operation in New Haven, Conn., established over eight years. We are expanding years. We are expanding our business and we want

SALESMAN — A large woodworking firm, which specializes in high grade store +xture work, wishes to get in touch with a
responsible man to act as their representative and salesman in this territory; he should
be theroughly familier with this line of
work and competent to advise with customers
concerning design and general lay out; for
the right man we have an opening that will
be permanent and profitable. In replying
give age and detailed account of previous
record. Address Y 2105 Herald, 280 B'way.

SALESMAN

for men's furnishing department, also one competent to act as head of stock. ADAMS-FLANAGAN CO., 150th st. and 8d av., Bronx.

what

SALESMAN WANTED.

SALESMAN WANTED.

RECOGNIZED LEADING LINE IN AIT
ADVERTISING SERVICE COMPRISING
REAR PAIGNS. HOLIDAY GREETINGS. CARDS,
BIG FUTURE: LINE SERVICE COMPRISING
RETC: EXCLUSIVE ESTABLISIS D. TEIL
RITORY: UNUSUAL OPPORTUNITY FOR
SITE OF THE CHARTS: IMMEDIATE CONSECUTO. ANN
MAGGER.

WAY Exchange Agenc

1482 Broadway, Room 810.

Reorganized and under new management.

Jessie Powell Arnold, Mgr.

Broadway Exchange Agency

1482 Broadway, Room 810.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

BY OCKMAN-Head stockman wanted with experience. The Molloy Skelly Carpet Co.,

Total Experience.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

BY OCKMAN-Head stockman wanted with experience. The Molloy Skelly Carpet Co.,

Total Experience.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

BY OCKMAN-Head stockman wanted with experience. The Molloy Skelly Carpet Co.,

Total Experience.

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BY OCKMAN-Head stockman wanted with experience. The Molloy Skelly Carpet Co.,

Total Experience.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

BY OCKMAN-Head stockman wanted with experience, salary. M.

STENOGRAPHER, quiet law office; abundant opportunity to study; advancement.

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CHRISTIANS, SELL PULLEY COVERING TO FACTORY SUPERINTEND-ENTS: \$15-\$100 WEEKLY IF COMPETENT. HAWES MFG. CO., 518 E. 30 CHURCH ST., HUDSON TERMINAL BUILDING.

SALESMAN. Gerlach Barklow Co. of Jollet, Ill., worl largest exclusive manufacturers of art cal-endars, direct by mail advertising and hol-day greetings, has opening for aggressive glesman able to sell specialized advertisin service; we sell to all classes of business was full expendence in lating for personal in

SALESMEN. SALESMEN.

SALESMEN.

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SALESMEN. NATIONAL ORGANIZATION DESIRES
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APPLY TO MR. FISHER,
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FROM 2 TO 9 P. M.

SALESMAN TO REPRESENT ONE OF THE LARGEST WOMEN'S NECKWEAR AND ACCESSORY MANUPACTURERS FOR NEW EMILAND STATES; COMPETENCT AND KNOWLEDGE OF LINE ESSENTIAL: APPLICATIONS STRICTLY CONFIDEN-TIAL. ADDRESS LITTLEHALE, 175 JTH AV., NEW YORK.

SALESMEN.—Two reliable men, not necessarily stock salesmen, to interview certain merchants for metropolitan territory to associate in cooperative manufacturing of their own merchandise; fine proposition for salesman and merchant. Room 317, 5 Columbus Circle. SALESMEN seling perk products off route wagens to retail trade in New York City. Box (Lowntown) M 613, Herald, DRAFTSMEN (2), Christians; experienced electrical, city; \$30 start. Agency, 169 West 25d.

SALESMAN.—An experienced salesman re-quired for calling on chain grocery stores in interest of well known package tea: must have good approach for selling buyers and calling on stores. Write full particulars of your experience, age, salary required to M 581 Herald.

Revald.

8alement to Sell, Collection Service to Wholesale accounts for their uphoistery workroom; must be thoroughly experience, ac., Box 135 Lesman Landing Commission Only; Drawing accounts Burneral commission Only; Drawing Accounts Burneral commission of the wire to sell sanitary products; plenty of support and opportunity to become district manager; clean record essential; drawing account on commission. Yellow the commission of the wire apartment, call at once, C. N. 107 Herald, 250 Evay.

107 Herald, 250 Evay.

108 Way.

109 Way.

100 W. 88th st.

101 Herald, 150 Evan furnation in the world in the wor

HELP WANTED-Male.

HUNTING FOR THREE MEN.

tall merchant, requires three additional salesmen.

The men selected need not necessarily have selling experience, aithe it would be helpful, but whether with or without selling experience they MUST have a desire to apply themselves faithfully to the proposition we will offer them.

To the type of man willing to give us one hundred per cent, co-operation the reward is very liberal.

Remuneration is on a straight commissian basis during the first two weeks. After this period a producer will have earned his right to a drawing account which can be enlarged to three figures within a few weeks.

Men who would like to earn some real money during the next twelve months and thereafter will write immediately for an appointment. Curlosity seekers will please save postage.

V 593 Herald, 280 B way.

appointment. Gurace. save postage. V 593 Herald, 280 B'way.

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Liberal commission paid on sales of small laune stock released by company of unquestioned standing; experience not strictly recessary; earnest effort will earn you good money on this meritorious proposition. Suite 713, 165 Broadway. Cortlandt 6164.

SERVICE SALESMEN.

An old established corporation, 20 years in the field, has positions open for men of education, character and personality who are particular about the concern they represent and want a permanent, dignified and profitable connection; you will be personally trained to present a bigh-grade business service to executives. We want men between 25 and 40, willing to leave the city and work shoulder to shoulder with experienced men in Pennsylvania, New England and New York State. It will be an advantage to have a car, but men without will double up with another salesman until they prove their ability, when we will finance the purchase of a car for them. This position will be worth \$4,000 to \$6,000 (commission) first year, and with our intensive training you should make \$50 your second week. SEE MR. WOODS, SUITE 312, 50 EAST 42D ST.

our business and we want SALESMEN.

Connect with the only one, new, big business to-day.
Unusual leads and cooperation.

Call Monday, 1:30 P. M., 251-255 4th av. (11th floor), corner 20th st.

STALESMEN.

SHOE salesman, retail, who knows how to fit and handle AI trade; send references.

Box 320, 1340 Broadway.

SILK MANUFACTURER requires experienced, ambitious young man in stock room; 818 to start. Box 2285 Herald, Herald square.

SPECIAL, representative wanted for a 21 year old organization having 11,000 members to interview prospective new members to whom special letters of introduction will be given. Suite 631, 280 Broadway.

Young man, 21-25, well educated, ambitious and able to take rapid dictation and transcribe accurately, desirous of learning newspaper, work, for busy office of large, growing corporation.

An opportunity for development and advancement, measured only by his capabilities, is offered to the one who can qualify for this position. position.
Write briefly, outlining religion,
Write briefly, outlining religion,
education, experience, salary desired, &c., to J. D. Post Office,
Box 64, Trinity Station, N. X. C.

STENOGRAPHER and Correspondent.—Wanted, by downtown house, bright young man (Christian) who is rapid stenographer, to train as correspondent; must be well educated and have good command of language; salary to comence \$28\$. Reply in own handwriting, giving particulars as to age, education and positions held, to Correspondent, P. O. Box 496, City Hall Station.

SUCCESSFUL SALESMAN, who would like to locate in New York City, is wanted to represent a large corperation in negotiations of a difficult nature. Position worth \$5,000 to right man. J. H. Huntington, Jr., 118 West 44th st. Call before 1 o'clock.

THE NEW YORK, NEW HAVEN & HARTFORD RAIL-ROAD COMPANY. MEN WANTED.

Regular positions for competent men whose work is satisfactory as:

Machinists—66c. to 75c. per hour,
Bollermakers—67c. to 75c. per hour,
Blacksmiths—66c. to 75c. per hour,
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Car Inspectors & Repairmen—63c. per hour,
Helpers—First year, 45 cents per hour,
he above rates are those agreed upon with
ommittee of Mechanical Department Asociation.

Apply 8 A. M. to 5 P. M. to Superin-tendent's office at 132d st. and Willis av., Bronx, N. Y.

F. M. Clark, Superintendent, New York, New Haven and Hartford R. R. Co.

UPHOLSTERY ESTIMATOR

One of New York's largest department stores requires an upholstery estimator on draperies and furniture for their upholstery workroam: most be thoroughly experienced man. Address, stating experience, &c., Box 134 Realservice, 15 East 60th.

HELP WANTED-Male

WANTED—Gardener, single man who understands cows and chickens, can milk, and take care of small greenhouse; a permanent place for a rood industrious man who understands the work of a small country place. Write stating experience and name of last employer. F., Scarborough, New York.

WEAVERS on broad looms; good pay, steady work. Apply to Mr. Reck, superintendent U. of I. Industries, 118 Greenpoint av., B'klyn. WINTER in South-Corporation has splendid

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We have a number of openings in our INSPECTION DEPART. MENT for young men, 20 to 55 years of age, who have had technical high school or technical college training or the equivalent in electrical or mechanical experience.

These positions offer excellent opportunities to develop and advance in a permanent and interesting field for those who qualify. Apply after 3 A. M.

Western Electric Co., Inc., Installation Branch, 151 5th av., New York.

YOUNG MEN.

high school graduates, by progressive whole sale stationery concern to per-form various odd duties which will lead to rapid advancement when familiar with line; salary moderate to start. Re-ply in detail,

M W 147 Herald, 280 B'way.

YOUNG MEN, ATTENTION! We want 3 more reliable young men for our sales force who are willing to work for promotion; \$25 weekly guaranteed while learning; no experience necessary as we teach you; references required. Apply Monday, room 33, 375 Fulton st. American Trust Co. Bldg., Jamaica, L. I.

Jamaica, L. I.

YOUNG MEN.—Active, energetic young men, with fair education, quick to learn and anxious to advance, are needed in our rapidity growing organization; your application in your own handwriting will be given our prompt attention, if you are 25 years old of over. Address Box V 1, 917 Tribune Bulldins. YOUNG MAN—we want several young men with pep and ambition to make good, to sell Ford and Lincoln cars and trucks in Hudson, Essex and Bergen counties, N. J. commission basis; good opening for workers. Write Sales Manager, 61 2d at., Hoboken.
YOUNG MAN to assist in light packing and shipping work in electric lamp testing department; opportunity for advancement; only written applications considered; state 28c, education, experience. Electrical Testing Laboratories, 80th st. and East End av. YOUNG man, clerical opening, reputable banking house; bright, highest type American, with or without experience; \$55.47; month. Security Employment Exchange, 5; East 42d.
YOUNG MAN, CHRISTIAN, EXCEPTIONAL OPORTUNITY TO ENTER COTTON TENTLE, OPPORTUNITY TO SELL; WRITE STATING; EXPERIENCE AND SALARY EXPECTED. M 228 HERALD, HERALD SQ. YOUNG man wanted as stenographer and office assistant; splendid opportunity for

STATING EXPERIENCE AND SALARY EXPECTED. M 228 HERALD, HERALD SQ. YOUNG man wanted as stenographer and office assistant, splendid opportunity for advancement; must give full particulars and references to receive attention; Christian house. F 2230 Herald, Herald sq. YOUNG MAN—If you are willing to work for advancement, answer this ad, stating age and previous employment. Write Box Y 5, 917 Tribune Building.
YOUNG man, must have experience in provision house of file; accurate at figures. Write stating experience, salary expected, Box 88, 2298 3d av.
YOUNG man, bright and ambitious, experience in furs necessary; chance for excellent connections and advancement with large wholesals house. MM-220 Herald. 230 Evay. YOUNG man in real estate office; must have some experience and understand typewriting; state age. Address K., room 32, 55 Broadway.
YOUNG man in a savings bank, Christian, neat, accurate at figures, good penman. State age and salary. F 2248, Herald, Herald Sq.

ald Sq.
YOUNG men make big money selling change-able signs; good proposition. Sign Mfg.
Co., 546 Clermont Parkway, Bronx.
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AUDITOR income tax, \$1,500-\$3,000; anothe examination Nov. 15; enaching course, \$5 particulars free. Box 1785-LB., Washington, D. C.

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Salary \$250 to \$700 monthly when consistent. Chief draftsman will train non at your
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MEN-Age 17 to 55; experience unnecessary travel; make secret investigations, reports salaries; expenses. American Foreign Detec-tive Agency, 507 St. Louis.

NEN wanted for detective work; experience unnecessary. Write for details explaining guaranteed position. J. Ganor, former Gov'd directive, St. Louis, Mo.